



SUMMER 2006

U.S. Small Business Administration South Carolina District Office

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South Carolina District Office Staff

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Anna Huntley, *Intern/PIO Support*

All of the SBA's programs and services are provided to the public on a non-discriminatory basis.

“Summertime, and the livin’ is easy ...”

A Message From District Director Elliott Cooper

Summer in South Carolina signals a relaxed pace, a time to surrender to the humidity of a 99 degree Carolina afternoon with a glass of sweet iced tea, promising yourself that you'll get that project finished tomorrow – and this time you mean it. It's a time to reflect – maybe even gloat a little – over this year's accomplishments, and it's a time to prepare for the upcoming year.

At the South Carolina District Office, we're looking back at one of the biggest events for small business: the 2006 SBA South Carolina Small Business Awards. The awards ceremony, a joint initiative that included the S.C. Chamber of Commerce and the S.C. Coalition for Small Business and Entrepreneurship, was held Tuesday, April 18, at the Marriott in downtown Columbia. Congratulations to all of our award winners!

Small Business Person of the Year

Patricia Owen, FACES DaySpa

Small Business Person of the Year Runners-Up

Amanda Somers, Dorothy Pope and Lance Owens, SSI

Family-Owned Business of the Year

McGee Real Estate Company

Small Business Exporter of the Year

Caromex International

Small Business Advocate of the Year

Al Jones, Employer & Business Relations Rep, SCESC

Small Business Partner of the Year

Norman Paige, Director, S.C. SCORE

We're also preparing for the changes of the coming fiscal year. SBA Administrator Hector Barreto announced his resignation in late April, and Steven C. Preston was confirmed as the 22nd Administrator by the unanimous consent of the U.S. Senate on June 29. Preston is a former Executive Vice President of The ServiceMaster Company, an Illinois-based firm that has a network of 4,000 small business franchisees. With almost 25 years of experience in financial and operational leadership positions, Preston is committed to serving the small business community.

And as hurricane season kicks into high gear in our coastal state, we all need to make sure that we're prepared for anything nature throws our way. Region IV Administrator Nuby Fowler, who leads the eight-state Southeastern region that includes South Carolina, has written an article on disaster preparedness: "Be prepared when disaster strikes." You can read the article on page three of our newsletter.

After all, in the summer there's no better way to relax (maybe gloating a little over the year's accomplishments) than knowing you're prepared for anything that comes your way.

LENDER PRODUCTION TOTALS: FY 2006 – JULY 31, 2006

7(A) TOTALS

LENDERS	# OF LOANS	\$ AMOUNT
Bank of America	153	3,636,800
Innovative Bank	59	565,000
Capital One, Federal Savings Bank	52	1,985,000
Business Development Corporation of SC	49	9,109,200
Branch Banking and Trust Company	25	5,821,000
Business Carolina, Inc.	17	6,369,000
First Fed. Savings & Loan Assoc. of Charleston	13	1,367,600
Comerica Bank	11	3,900,600
Wachovia	8	4,368,000
CIT Small Business Lending Corp	8	4,091,000
Business Loan Center, LLC	8	665,000
Suntrust Bank	7	837,200
Beach First National Bank	6	3,230,000
Community South Bank	4	2,552,000
Community West Bank, NA	4	997,500
Regions Bank	4	640,000
American Community Bank	3	2,120,500
First National Business Capital	3	2,100,000
Islands Community Bank, NA	3	901,600
Independence Bank	3	465,500
Stearns Bank, NA	3	460,200
Excel National Bank	2	2,036,000
Banco Popular North America	2	1,990,000
Provident Community Bank, NA	2	1,250,000
Unity Bank	2	850,000
Commerce Bank	2	767,000
Small Business Loan Source	2	339,000
Haven Trust Bank	2	290,000
First National Bank of Nassau County	2	275,000
Bank of Traveler's Rest	1	2,000,000
PNC Bank, NA	1	2,000,000
Business Lenders, LLC	1	1,800,000
Pinnacle Bank of South Carolina	1	1,300,000
First Western SBLC, Inc.	1	1,200,000
Greer State Bank	1	675,000
Independence National Bank	1	600,000
South Carolina Bank & Trust, NA	1	600,000
Newtek Small Business Finance, Inc.	1	437,700
Community South Bank & Trust	1	435,000
Colony Bank Southeast	1	350,000
Wilshire State Bank	1	230,000
Palmetto State Bank	1	61,000
Wells Fargo Bank, NA	1	45,000
Queensborough National Bank & Trust Co.	1	25,000
TOTAL	474	\$75,763,400

504 TOTALS

LENDERS	# OF LOANS	\$ AMOUNT
Certified Development Corp. of SC	33	19,511,000
Appalachian Development Corp.	7	5,954,000
Provident Business Financial Services	4	1,500,000
Catawba Regional Development Corp.	3	2,664,000
Small Business Assistance Corp.	3	691,000
TOTAL	50	\$30,320,000



***Behind each number, there is a story.
We want to hear it.***

As an SBA-participating lender, you work every day with small businesses. You've seen firsthand the effects of small business success on the local economy, as well as on the small business owner. You play an integral – and invaluable – role in South Carolina small business. Now we want to hear your stories.

We're looking for small business success stories to feature in our upcoming Spotlight on Small Business Success program for the 2007 fiscal year, beginning October 1, 2006. Have you had a rewarding experience working with a small business that had an SBA-guaranteed loan? Is there a small business that you provided an SBA-guaranteed loan for start-up or expansion that has since entered that realm of small business success?

If you have a story or experience you'd like to share, please contact Anna Huntley at the South Carolina District Office at (803) 253-3753 or by E-mail at anna.huntley@sba.gov.

Regional Administrator Nuby Fowler speaks: *“Be prepared when disaster strikes.”*

The very best time to respond to a disaster is before it happens. For small business owners in particular, a relatively small investment of time and money now can help minimize damage to property, reduce losses and protect valuable assets in the event disaster strikes. The great lesson of 2005 is that disasters are unpredictable and that we should never underestimate the force of nature. In that regard, Hurricane Katrina has been a wake-up call for the entire country, teaching us that planning and preparation are key elements to both good business management and the protection of our families. Recent media reports from across the country have heightened our awareness of the fact that no region and no state are exempt from disasters, whether natural or manmade. Hurricanes, tornados, flooding, fire, ice storms, oil spills and terrorist attacks occur indiscriminately. But with proper planning, you can increase the likelihood of business survival, minimize your downtime, and reduce the long term impact on your bottom line.

Among the top priorities for businesses and individuals alike is protecting critical records. Take time to make hard copy back-ups and store them in a secure location offsite. If possible, make password protected electronic copies on a disc or jump drive and mail them to an out-of-state friend or relative. These simple steps could save considerable time and money if your home or place of business is severely damaged. It is a good idea to meet with your insurance agent to make sure you understand what is covered and, equally important, what is not covered if disaster strikes. Consider buying business interruption insurance, which covers lost profits and necessary expenses while your business is out of operation.

Be proactive: Periodically conduct a risk assessment of your business, including the facility where it is located. Identify particular risks based on your geographic area. If you are in a region prone to hurricanes for example, take steps to protect your property such as installing storm shutters. You may be wise to develop contingency plans based on likely disaster scenarios. Just thinking through the process will serve you well in the event you need to activate emergency plans.

Above all, employ common sense measures that include strategies for communicating with employees, suppliers, customers, the local media and the general public. If it all seems overwhelming, just keep in mind that disasters really can strike anywhere and that your efforts today will make a big difference if the unexpected strikes your community. For more information on disaster preparation, go to www.ready.gov.

About Nuby Fowler

Nuby J. Fowler is the Regional Administrator for Region IV of the U. S. Small Business Administration (SBA). She is responsible for delivery of SBA programs in Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee. President Bush appointed her on June 3, 2002.

Nuby Fowler was formerly the Vice President for Latin American Banking at Summit National Bank. Prior to that position, she was the Director of the Small Business Services of the Metro Atlanta and DeKalb Chambers of Commerce. Nuby Fowler has close to twenty years of diversified experience in the fields of international business, business development, finances and project management. She has served on many boards, including a term as chairman of the Georgia Hispanic Chamber of Commerce.

As Regional Administrator, Nuby Fowler has been a champion for women and minority business development. She has initiated projects to expand the use of SBA programs and services across the region and developed innovative Master marketing approaches to reach historically underserved communities.

Nuby Fowler is a certified commercial lender with a B. A. in Political Science and a Certificate in Public Administration from the University of Maryland, Baltimore County and a Masters of Administrative Science, Business Management, from Johns Hopkins University. She is a native of Colombia, South America and has lived in the United States since 1961.

SCORE helps small businesses prepare for success

Speaking of being prepared, SCORE is the SBA resource partner that helps small businesses be prepared for anything, including success. SCORE, “the counselors to America’s small business,” provides free and confidential one-on-one business counseling as well as low-cost small business workshops. SCORE’s 10,500 volunteers are working/retired business owners, executives and corporate leaders. With a combined total of more than 600 business skills combined, SCORE counselors are able to match their skills and professions to their clients needs.

SCORE has six chapters in South Carolina, in addition to the various branch offices, so that no matter where you are, there’s a SCORE office near you.

Just look at how SCORE helped Judith Moore, founder of Charleston Cookie Company, to transform her recipe for the perfect cookie into a thriving business with a nationwide demand for the latest tasty product!

By the 2001 Christmas season, Judith Moore, a lifetime hobby baker and former family therapist and securities trader, had tried every printed cookie recipe she could find in her quest for the perfect chocolate chip cookie. But each recipe’s cookie came up short – or flat or too-sweet or boring. Judith wanted a cookie with pizzazz, so she created her own recipe: She began with her own butter cookie dough and added a secret ingredient. The resulting cookie quickly developed a fan base. Judith’s son-in-law mentioned a Nashville cookie company that had recently grossed \$93 million. Judith decided to start her own cookie company with her own perfect cookie recipe.

Judith contacted the Coastal SCORE chapter for assistance with her business plan and was set up with SCORE counselor Greg Kopatch. Greg helped Judith to focus her business vision and recommended that she create a spreadsheet to produce cash flow projections for the first three years of business. Greg’s guidance proved crucial to the business plan and to the financial data necessary to support it.

“I could not have accomplished this much without SCORE’s help,” Judith says.

Charleston Cookie Company opened in October 2003 and now sells about six standard cookie varieties, as well as seasonal and holiday specialty cookies like this summer’s White Chocolate Lime and Peaches n’ Crème.

In May 2005, Charleston Cookie Company was named Business of the Year by Coastal SCORE, receiving acknowledgement for its dramatic growth and contribution to the Charleston community. Most recently, Charleston Cookie Company has entered into a partnership with Dean & Deluca, a New York City retail and catalog gourmet food company.

Greg continues to advise Judith on her ongoing business and its structure, business management and growth.

“It’s been a pleasure working with Greg, and a thrill to have all that information available to a small business, like we are, at no cost,” Judith says. “Having the expertise of SCORE counselors is invaluable!”

Find a SCORE chapter near you!

South Central Region Chapter

Located in Aiken, SC
(803) 641-1111

Coastal Chapter

Located in North Charleston, SC
(843) 727-4778

Summerville Branch

(843) 873-2931

Grand Strand Chapter

Located in Myrtle Beach, SC
(843) 918-1079

Lowcountry Chapter

Located in Hilton Head Island, SC
(843) 785-7107

Beaufort Branch

(843) 470-0800

Midlands Chapter

Located in Columbia, SC
(803) 765-5131

Camden Branch

(803) 765-5131

Chapin Branch

(803) 345-1100

Hartsville Branch

(843) 332-6401

Lexington Branch

(803) 359-6113

Orangeburg Branch

(803) 534-6821

Sumter Branch

(803) 775-1231

Piedmont Chapter

Located in Greenville, SC
(864) 271-3638

Anderson Branch

(864) 224-0453

Greenwood Branch

(864) 941-8414

Spartanburg Branch

(864) 594-5000